

# Situational Judgement Test (Sales)

## What is it?

Situational Judgment Test - Sales consists of attitudinal, behavioral and situational questions aimed at assessing the candidate's ability to problem solve and use appropriate judgment while performing the sales function. The test is a general indicator of the individual's ability to persuade prospects and existing customers to purchase specific products and/or services.

## What competencies does it assess?

- Customer Focus
- Drive and Persistence
- Listening Skills
- Sales Strategies

## Benefits of The SJT - Sales:

- **Simplicity:** simple to use, easy to understand.
- **Online:** 100% cloud-based; data safe and secure.
- **Technology Platform:** the profile forms part of the PsyMetrics Assessment Platform.
- **Control:** Clients have full control over their PsyMetrics system and process.
- **Cost Effective:** Flexible costing structure.
- **PsyMetrics:** In addition to the SJT-Sales profile access 25 other assessment tools from the same platform.
- **Application:** Screening, selection, promotion, & development
- **Input-Throughput-Output:** Approx. 20 minutes to complete, instant report generation and rigorous reporting.

**HIRE A TOP PERFORMING SALES STAFF**

